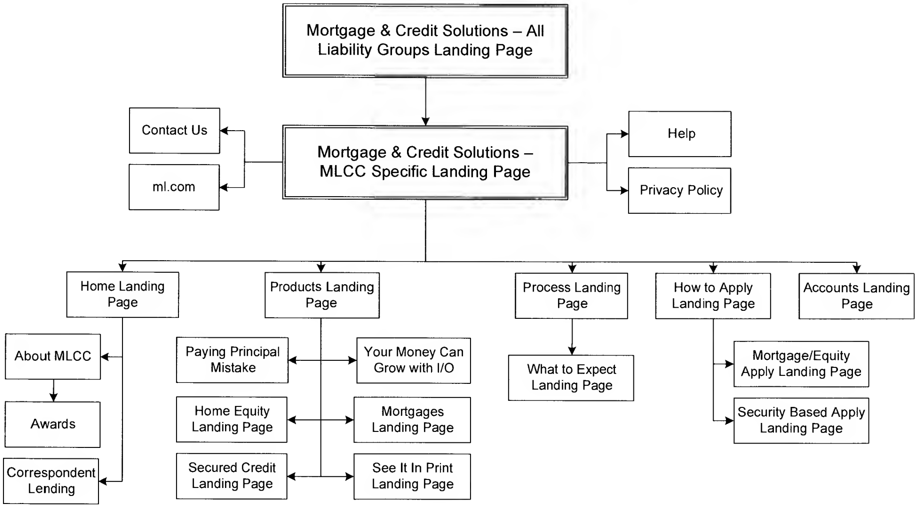
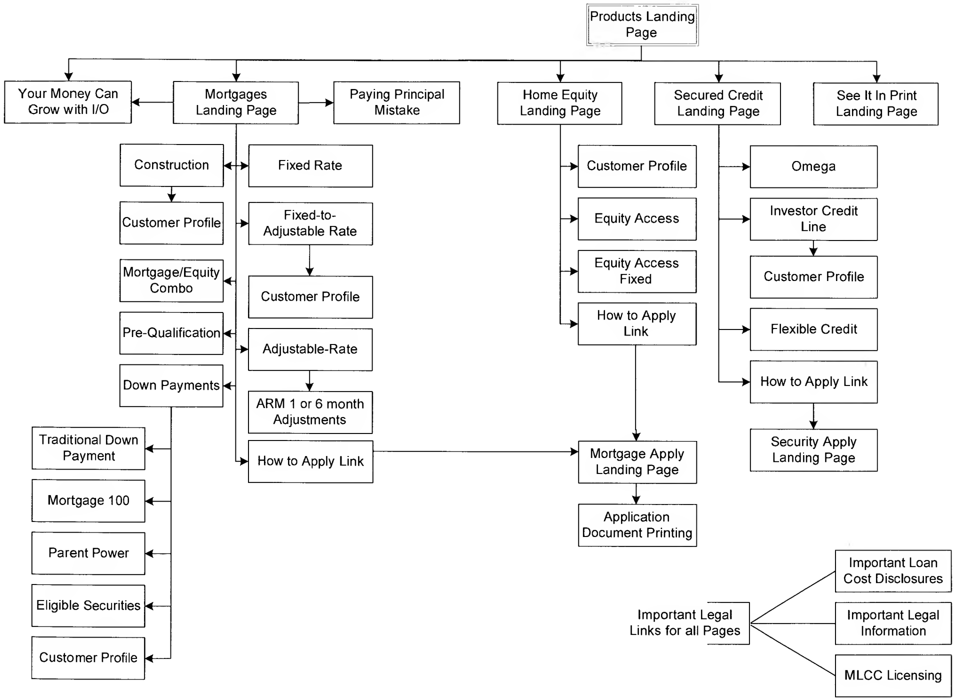


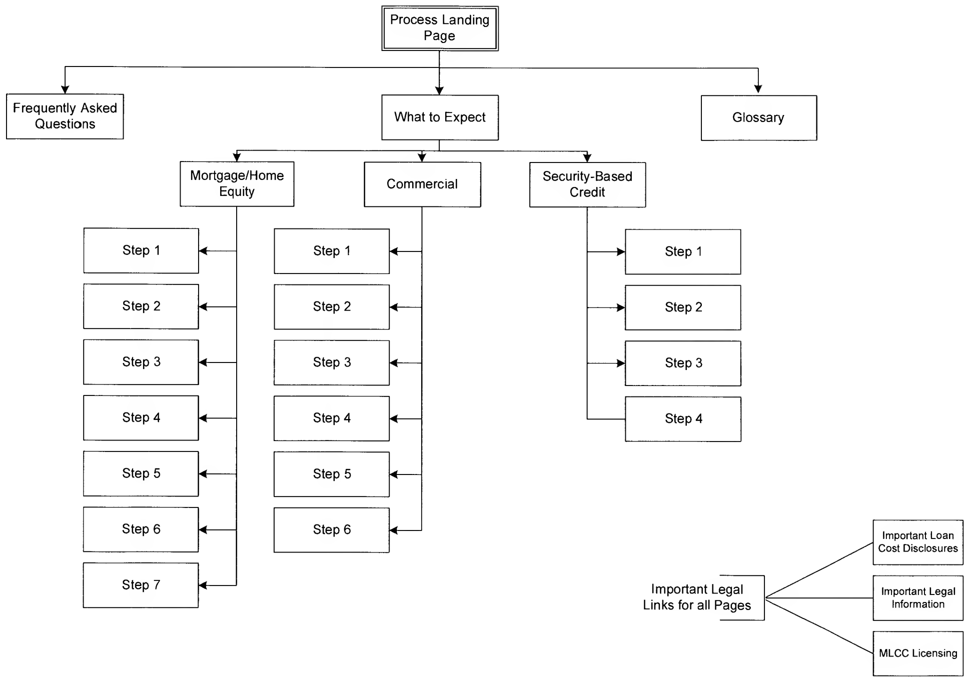
Mortgage & Credit Solutions – All Liability Groups Landing Page
Mortgage & Credit Solutions – MLCC Specific Landing Page
Contact Us
ml.com
Help
Privacy Policy
Home Landing Page
Products Landing Page
Process Landing Page
How to Apply Landing Page
Accounts Landing Page
About MLCC
Awards
Correspondent Lending
Paying Principal Mistake
Your Money Can Grow with I/O
Home Equity Landing Page
Mortgages Landing Page
Secured Credit Landing Page
See It In Print Landing Page
What to Expect Landing Page
Mortgage/Equity Apply Landing Page
Security Based Apply Landing Page

Fig. 1



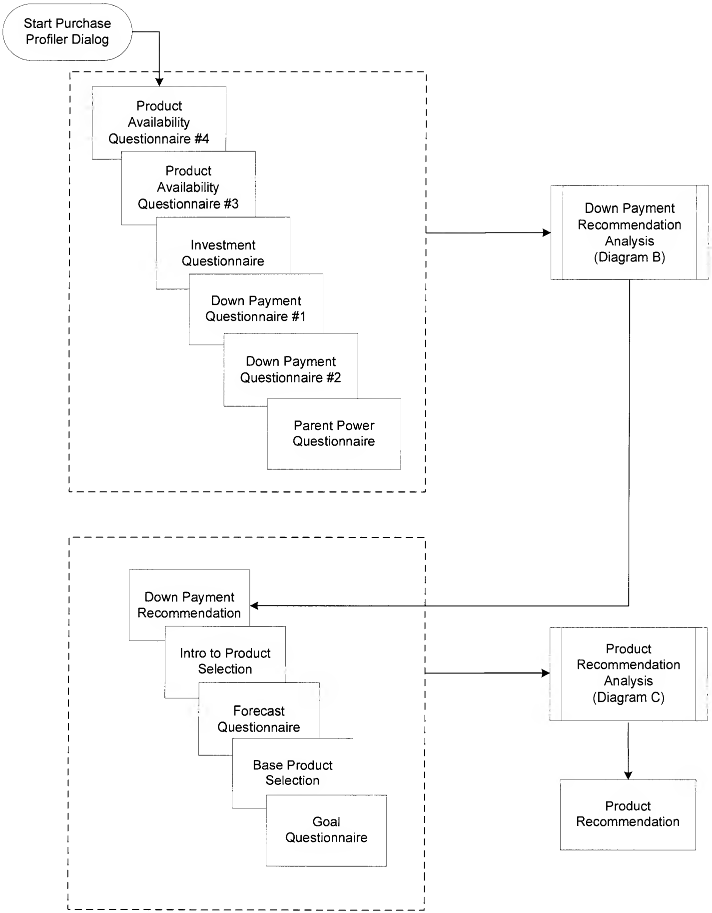
Products Landing Page
Your Money Can Grow with I/O
Mortgages Landing Page
Paying Principal Mistake
Home Equity Landing Page
Secured Credit Landing Page
See It In Print Landing Page
Construction
Customer Profile
Mortgage/Equity Combo
Pre-Qualification
Down Payments
Fixed Rate
Fixed-to-Adjustable Rate
Customer Profile
Adjustable-Rate
ARM 1 or 6 month Adjustments
How to Apply Link
Traditional Down Payment
Mortgage 100
Parent Power
Eligible Securities
Customer Profile
Customer Profile
Equity Access
Equity Access Fixed
How to Apply Link
Mortgage Apply Landing Page
Application Document Printing
Omega
Investor Credit Line
Customer Profile
Flexible Credit
How to Apply Link
Security Apply Landing Page
Important Legal Links for all Pages
Important Loan Cost Disclosures
Important Legal Information
MLCC Licensing

Fig. 2



Process Landing Page
Frequently Asked Questions
What to Expect
Glossary
Mortgage/Home Equity
Commercial
Security-Based Credit
Step 1
Step 2
Step 3
Step 4
Step 5
Step 6
Step 7
Step 1
Step 2
Step 3
Step 4
Step 5
Step 6
Step 1
Step 2
Step 3
Step 4
Important Legal Links for all Pages
Important Loan Cost Disclosures
Important Legal Information
MLCC Licensing

Fig. 3



Start Purchase Profiler Dialog
Product Availability Questionnaire #4
Product Availability Questionnaire #3
Investment Questionnaire
Down Payment Questionnaire #1
Down Payment Questionnaire #2
Parent Power Questionnaire
Down Payment Recommendation Analysis (Diagram B)
Down Payment Recommendation
Intro to Product Selection
Forecast Questionnaire
Base Product Selection
Goal Questionnaire
Product Recommendation Analysis (Diagram C)
Product Recommendation

Fig. 4

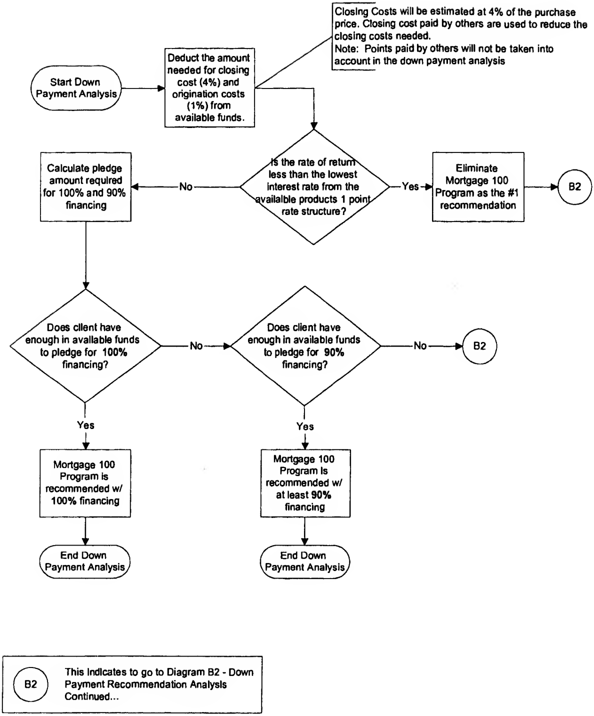

Closing Costs will be estimated at 4% of the purchase price. Closing cost paid by others are used to reduce the closing costs needed.
Note: Points paid by others will not be taken into account in the down payment analysis
Start Down Payment Analysis
Deduct the amount needed for closing cost (4%) and origination costs (1%) from available funds.
Is the rate of return less than the lowest interest rate from the availalble products 1 point rate structure?
No
Yes
Calculate pledge amount required for 100% and 90% financing
Eliminate Mortgage 100 Program as the #1 recommendation
B2
Does client have enough in available funds to pledge for 100% financing?
No
Does client have enough in available funds to pledge for 90% financing?
No
B2
Yes
Yes
Mortgage 100 Program is recommended w/ 100% financing
Mortgage 100 Program is recommended w/ at least 90% financing
End Down Payment Analysis
End Down Payment Analysis
B2
This Indicates to go to Diagram B2 - Down Payment Recommendation Analysis Continued...

FIG. 5

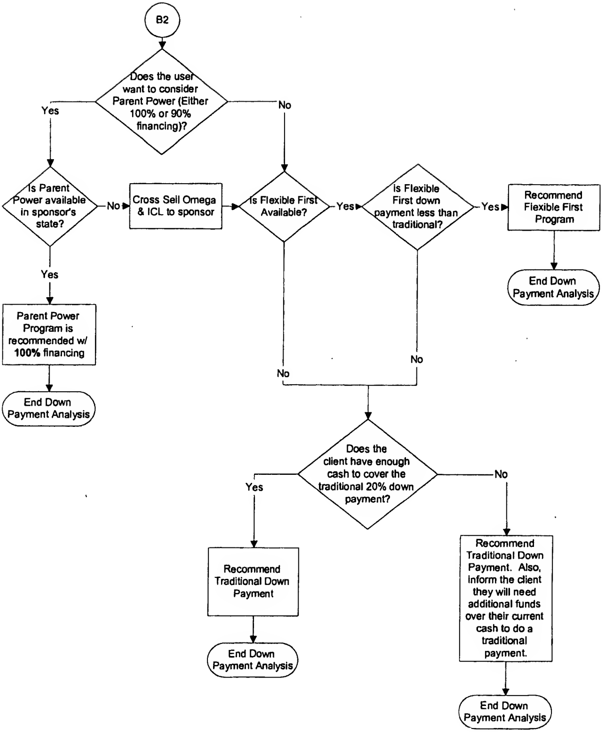

B2
Does the user want to consider Parent Power (Either 100% or 90% financing)?
Yes
No
Is Parent Power available in sponsor's state?
No
Cross Sell Omega & ICL to sponsor
Is Flexible First Available?
Yes
Is Flexible First down payment less than traditional?
Yes
Recommend Flexible First Program
End Down Payment Analysis
Yes
Parent Power Program is recommended w/ 100% financing
End Down Payment Analysis
No
No
Does the client have enough cash to cover the traditional 20% down payment?
Yes
No
Recommend Traditional Down Payment
End Down Payment Analysis
Recommend Traditional Down Payment. Also, inform the client they will need additional funds over their current cash to do a traditional payment.
End Down Payment Analysis

FIG. 6

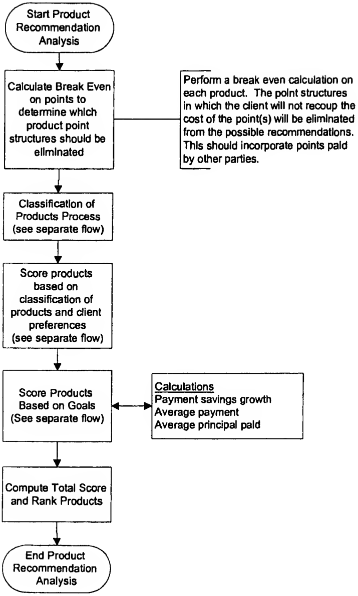
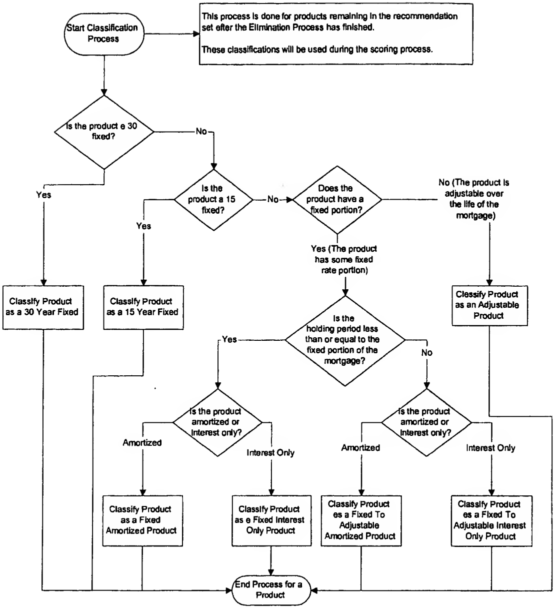
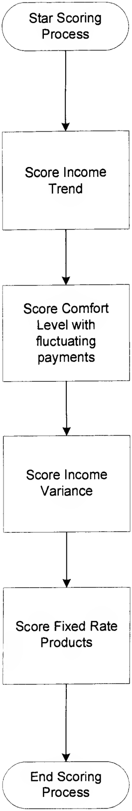

Start Product Recommendation Analysis
Calculate Break Even on points to determine which product point structures should be ellminated
Perform a break even calculation on each product. The point structures in which the client will not recoup the cost of the point(s) will be eliminated from the possible recommendations. This should incorporate points paid by other parties.
Classification of Products Process (see separate flow)
Score products based on classification of products and client preferences (see separate flow)
Score Products Based on Goals (See separate flow)
Calculations
Payment savings growth
Average payment
Average principal paid
Compute Total Score and Rank Products
End Product Recommendation Analysis

FIG. 7



Start Classification Process
This process is done for products remaining in the recommendation set after the Elimination Process has finished.
These classifications will be used during the scoring process.
Is the product a 30 fixed?
No
Yes
Is the product a 15 fixed?
No
Yes
Does the product have a fixed portion?
No (The product is adjustable over the life of the mortgage)
Yes (The product has some fixed rate portion)
Classify Product as a 30 Year Fixed
Classify Product as a 15 Year Fixed
Classify Product as an Adjustable Product
Is the holding period less than or equal to the fixed portion of the mortgage?
Yes
No
Is the product amortized or interest only?
Amortized
Interest Only
Is the product amortized or interest only?
Amortized
Interest Only
Classify Product as a Fixed Amortized Product
Classify Product as a Fixed Interest Only Product
Classify Product as a Fixed To Adjustable Amortized Product
Classify Product as a Fixed To Adjustable Interest Only Product
End Process for a Product

FIG. 8



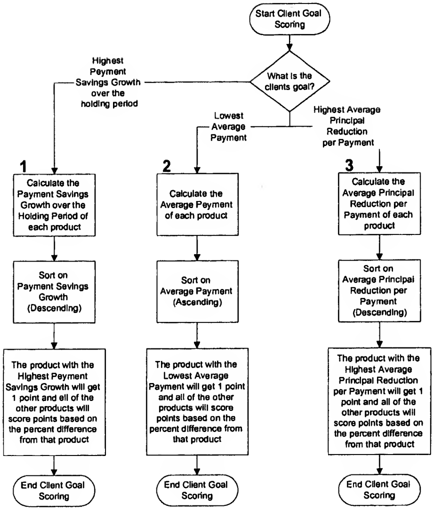
Income Trend	30	15	FA	FIO	FTAA	FTAIO	A6	A1
Increase	0.00	0.25	0.25	0.50	0.00	0.50	0.50	0.50
Stay the same	0.75	0.75	0.75	0.75	0.00	0.00	0.00	-0.50
Decrease	1.25	-3.00	1.00	2.00	-0.50	-0.50	-0.50	-1.00

Comfort Level	30	15	FA	FIO	FTAA	FTAIO	A6	A1
Low	1.00	1.00	1.00	1.00	-0.50	-0.50	-3.00	-3.00
Moderate	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-1.00
High	0.00	0.00	0.00	0.00	0.50	0.50	1.00	1.00

Income Variance	30	15	FA	FIO	FTAA	FTAIO	A6	A1
Yes	1.00	0.50	1.00	1.25	0.00	0.00	-0.25	-0.50
No	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Holding Period	30	15	FA	FIO	FTAA	FTAIO	A6	A1
Fixed Rate	.5	.5	.5	.5	0	0	0	0

Fig. 9



*** Note: The clients interest rate prediction will be used in the calculation of the monthly payment to adjust the interest rate up or down.*

1 Payment Savings Growth = [Future value of Initial Point Savings/Loss at the end of the holding period] + [Future value of payment savings each month over the holding period]

2 Average Payment = [Total of All payments over the holding period (or term if shorter)] / [Total number of payments over the holding period (or term if shorter)]

3 Average Principal Reduction per payment = [Total of principal applied over the holding period (or term if shorter)] / [Total number of payments over the holding period (or term if shorter)]

Payment Savings/Loss = [Base product payment] - [Payment of product being compared to the base product]

Initial Point Savings/Loss = [Base product initial points] - [Initial points of product being compared to the base product]

FIG. 10

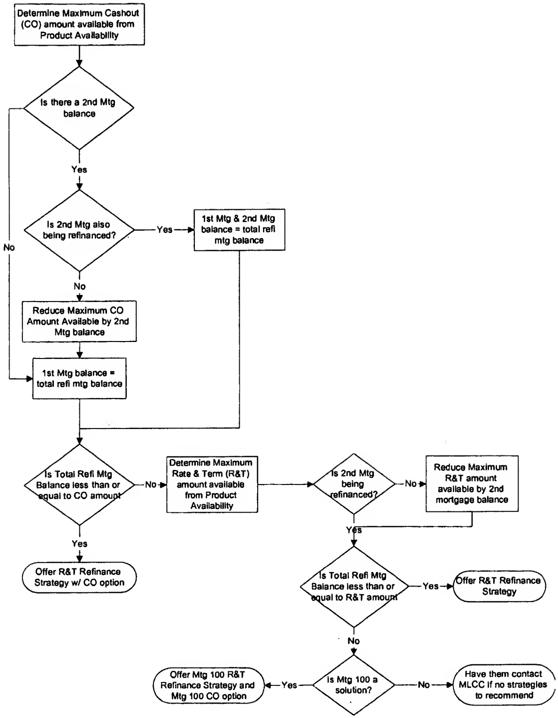
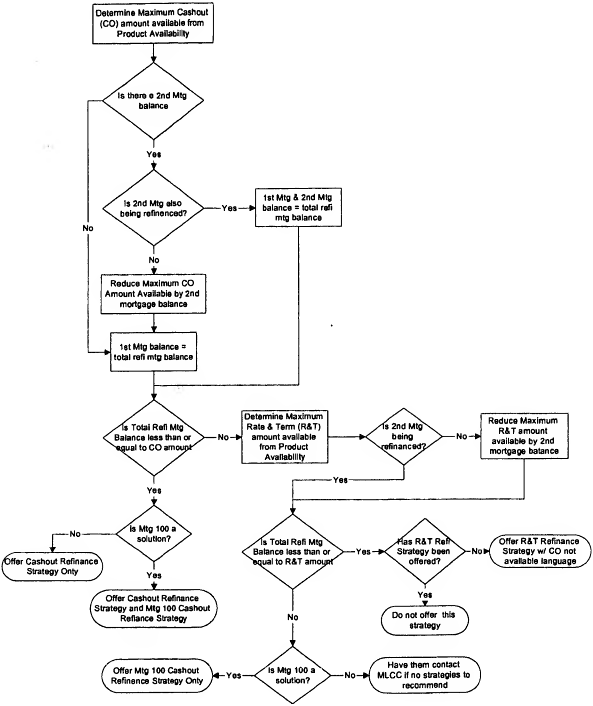
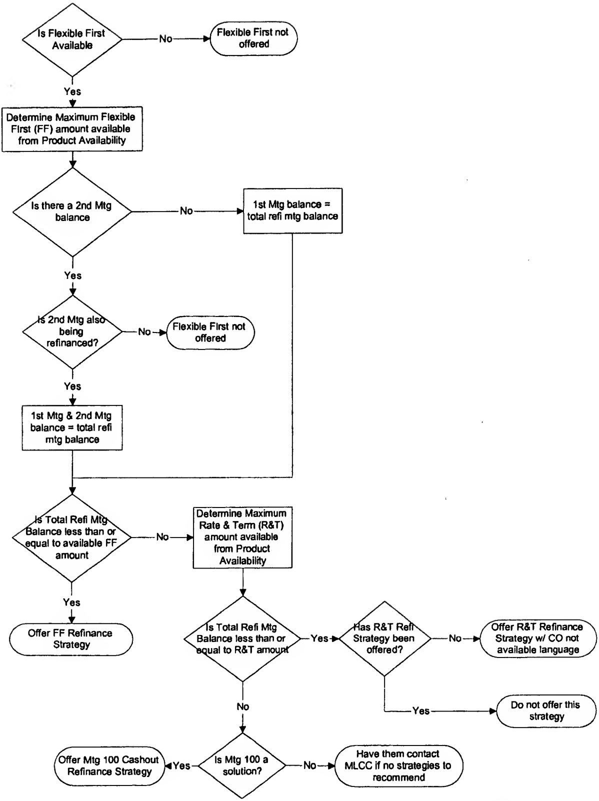

Determine Maximum Cashout (CO) amount available from Product Availability
Is there a 2nd Mtg balance
Yes
No
Is 2nd Mtg also being refinanced?
Yes
1st Mtg & 2nd Mtg balance = total refi mtg balance
No
Reduce Maximum CO Amount Available by 2nd Mtg balance
1st Mtg balance = total refi mtg balance
Is Total Refi Mtg Balance less than or equal to CO amount
No
Determine Maximum Rate & Term (R&T) amount available from Product Availability
Is 2nd Mtg being refinanced?
No
Reduce Maximum R&T amount available by 2nd mortgage balance
Yes
Offer R&T Refinance Strategy w/ CO option
Yes
Is Total Refi Mtg Balance less than or equal to R&T amount
Yes
Offer R&T Refinance Strategy
No
Is Mtg 100 a solution?
Yes
Offer Mtg 100 R&T Refinance Strategy and Mtg 100 CO option
No
Have them contact MLCC if no strategies to recommend

FIG. 11



Determine Maximum Cashout (CO) amount available from Product Availability
Is there a 2nd Mtg balance
Yes
No
Is 2nd Mtg also being refinenced?
Yes
1st Mtg & 2nd Mtg balance = total refi mtg balance
No
Reduce Maximum CO Amount Available by 2nd mortgage balance
1st Mtg balance = total refi mtg balance
Is Total Refi Mtg Balance less than or equal to CO amount
No
Determine Maximum Rate & Term (R&T) amount available from Product Availability
Is 2nd Mtg being refinanced?
No
Reduce Maximum R&T amount available by 2nd mortgage balance
Yes
Yes
Is Mtg 100 a solution?
No
Offer Cashout Refinance Strategy Only
Yes
Offer Cashout Refinance Strategy and Mtg 100 Cashout Refiance Strategy
Is Total Refi Mtg Balance less than or equal to R&T amount
Yes
Has R&T Refi Strategy been offered?
No
Offer R&T Refinance Strategy w/ CO not available language
Yes
Do not offer this strategy
No
Is Mtg 100 a solution?
Yes
Offer Mtg 100 Cashout Refinance Strategy Only
No
Have them contact MLCC if no strategies to recommend

FIG. 12



Is Flexible First Available
No
Flexible First not offered
Yes
Determine Maximum Flexible First (FF) amount available from Product Availability
Is there a 2nd Mtg balance
No
1st Mtg balance = total refi mtg balance
Yes
Is 2nd Mtg also being refinanced?
No
Flexible First not offered
Yes
1st Mtg & 2nd Mtg balance = total refi mtg balance
Is Total Refi Mtg Balance less than or equal to available FF amount
No
Determine Maximum Rate & Term (R&T) amount available from Product Availability
Yes
Offer FF Refinance Strategy
Is Total Refi Mtg Balance less than or equal to R&T amount
Yes
Has R&T Refi Strategy been offered?
No
Offer R&T Refinance Strategy w/ CO not available language
Yes
Do not offer this strategy
No
Is Mtg 100 a solution?
Yes
Offer Mtg 100 Cashout Refinance Strategy
No
Have them contact MLCC if no strategies to recommend

FIG. 13

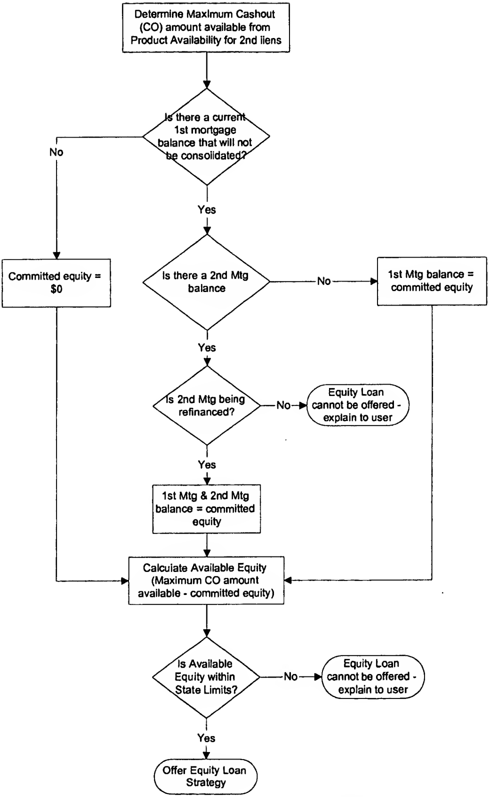

Determine Maximum Cashout (CO) amount available from Product Availability for 2nd liens
Is there a current 1st mortgage balance that will not be consolidated?
No
Yes
Committed equity = $0
Is there a 2nd Mtg balance
No
1st Mtg balance = committed equity
Yes
Is 2nd Mtg being refinanced?
No
Equity Loan cannot be offered - explain to user
Yes
1st Mtg & 2nd Mtg balance = committed equity
Calculate Available Equity (Maximum CO amount available - committed equity)
Is Available Equity within State Limits?
No
Equity Loan cannot be offered - explain to user
Yes
Offer Equity Loan Strategy

FIG. 14

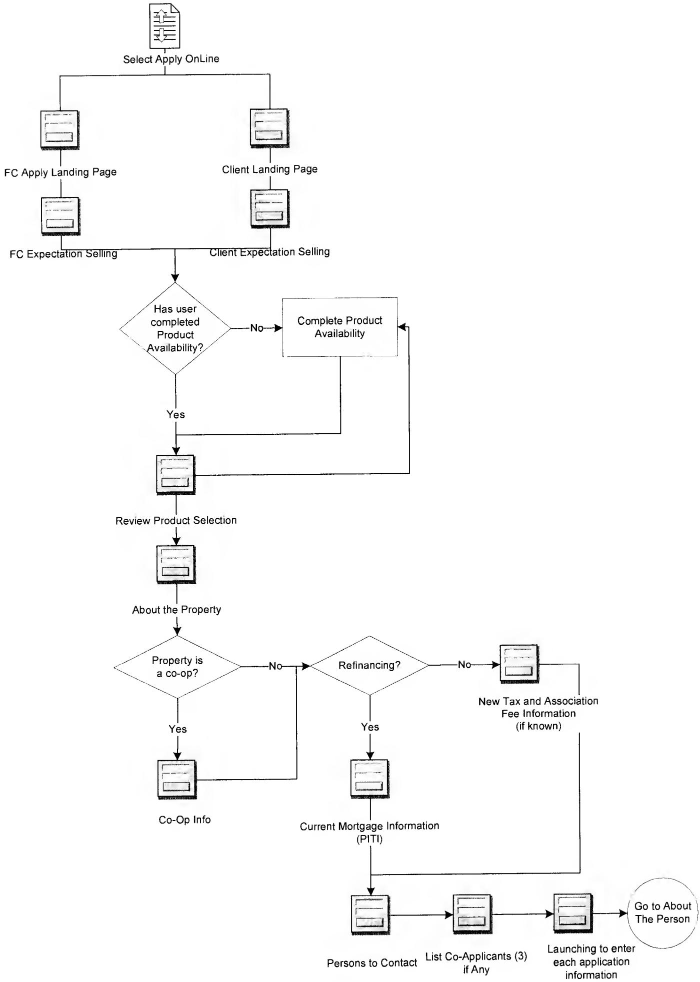

Select Apply OnLine
FC Apply Landing Page
Client Landing Page
FC Expectation Selling
Client Expectation Selling
Has user completed Product Availability?
No
Complete Product Availability
Yes
Review Product Selection
About the Property
Property is a co-op?
No
Refinancing?
No
New Tax and Association Fee Information (if known)
Yes
Yes
Co-Op Info
Current Mortgage Information (PITI)
Persons to Contact
List Co-Applicants (3) if Any
Launching to enter each application information
Go to About The Person

Fig. 15

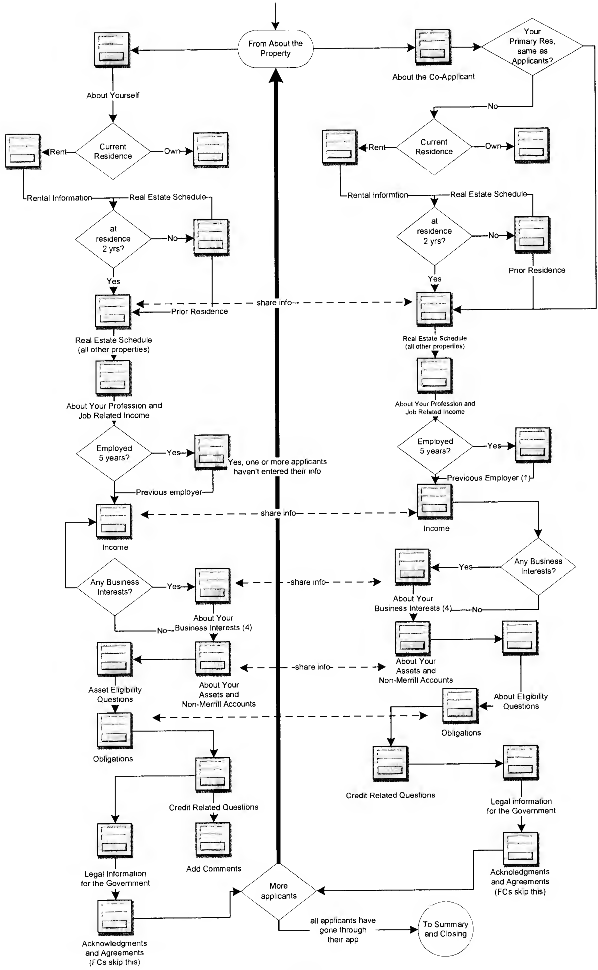

From About the Property
About Yourself
About the Co-Applicant
Your Primary Res, same as Applicants?
No
Current Residence
Rent
Own
Rental Information
Real Estate Schedule
at residence 2 yrs?
No
Yes
Prior Residence
share info
Real Estate Schedule (all other properties)
About Your Profession and Job Related Income
Employed 5 years?
Yes
Previous employer
Yes, one or more applicants haven't entered their info
Previous Employer (1)
Income
Any Business Interests?
About Your Business Interests (4)
About Your Assets and Non-Merrill Accounts
Asset Eligibility Questions
About Eligibility Questions
Obligations
Credit Related Questions
Add Comments
Legal Information for the Government
Acknowledgments and Agreements (FCs skip this)
Acknoledgments and Agreements (FCs skip this)
More applicants
all applicants have gone through their app
To Summary and Closing

Fig. 16

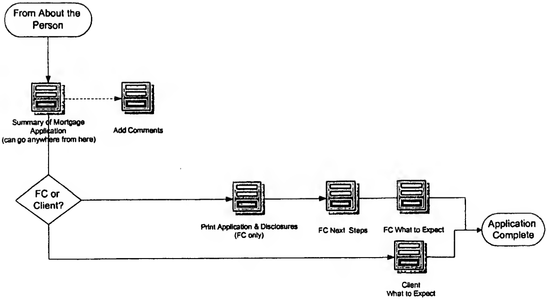

From About the Person
Summary of Mortgage Application (can go anywhere from here)
Add Comments
FC or Client?
Print Application & Disclosures (FC only)
FC Next Steps
FC What to Expect
Client What to Expect
Application Complete

FIG. 17